

## Message Text

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ACTION EB-07

INFO OCT-01 NEA-10 ISO-00 OPIC-03 CIAE-00 INR-07 NSAE-00

SS-15 NSC-05 STR-04 AID-05 /057 W

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R 300451Z DEC 75

FM USINT BAGHDAD

TO SECSTATE WASHDC 2652

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E.O. 11652 N/A

TAGS: BDIS, IZ

SUBJ: U.S. BUSINESS MAN ASKED TO LEAVE IRAQ

1. BRUCE A. GROVER, THE PROJECT MANAGER FOR SOLAR GAS TURBINES OF SAN DIEGO, A SUBSIDIARY OF INTERNATIONAL HARVESTER EXPORT, CO., HAS BEEN ASKED TO LEAVE IRAQ. GROVER CALLED ON USINT ON DEC. 29 AND SAID HE HAD JUST BEEN ADVISED TO LEAVE THE COUNTRY BY MR. AL-CHALA BI, THE PRESIDENT OF THE IRAQI STATE CONSULTING COMPANY FOR OIL PROJECTS (SCCOP). SCCOP IS THE CONTRACTING AGENCY FOR SOLAR GAS TURBINE ON A \$5.6 MILLION PROJECT TO INSTALL COMPRESSORS IN THE IRAQI GAS GATHERING SYSTEM NEAR BASRA.

2. GROVER SAID HIS PROBLEMS DEVELOPED OUT OF A DISPUTE WITH AN IRAQI SUB-CONTRACTOR, TAWFIQ KASSIR AND SONS, WHICH WAS ENGAGED BY SOLAR GAS TURBINES TO CARRY OUT THE CONSTRUCTION WORK FOR THE PROJECT. ACCORDING TO GROVER, THE TWO KASSIR BROTHERS NOW ACTIVE IN THE FIRM, ELIAS AND ASSAD, ARE DISHONEST AND UNRELIABLE, BUT ARE WELL CONNECTED IN SCCOP, PROBABLY AS A RESULT OF GENEROUS BRIBES TO SCCOP OFFICIALS. WHEN GROVER COMPLAINED TO SCCOP ABOUT THEIR OVERPRICING AND UNRELIABLE BEHAVIOR, HE RECEIVED A COOL RESPONSE AND WAS WARNED BY THE KASSIRS NOT TO DO SO AGAIN. AT ONE POINT, GROVER TERMINATED THEIR SUB-CONTRACT, BUT IT WAS REINSTATED BY SOLAR GAS NEGOTIATORS FROM HEADQUARTERS. AS A RESULT OF THE KASSIRS' WARNINGS AND OTHER HINTS HE HAD PICKED UP, GROVER THEN CONCLUDED THAT HE WAS PHYSICALLY IN DANGER,

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ALTHOUGH HE SAID HE HAD NOT BEEN THREATENED DIRECTLY

BY THE KASSIR BROTHERS.

3. GROVER MENTIONED HIS CONCERN FOR HIS PHYSICAL SAFETY TO CHALABI, THE PRESIDENT OF SCCOP, AND CHALABI ASKED HIM IF HE WANTED A BODY GUARD. WHEN HE SAID YES, CHALABI LOST HIS TEMPER AND SAID THAT GROVER HAD INSULTED HIS COUNTRY. CHALABI THEN ADVISED HIM TO LEAVE IRAQ IMMEDIATELY.

4. GROVER HAS ASKED SOLAR GAS FOR A REPLACEMENT AND PLANS TO LEAVE IRAQ AS SOON AS HE CAN TURN OVER THE COMPANY'S BANK ACCOUNT, OBTAIN AN EXIT VISA, AND WITHDRAW HIS PERSONAL FUNDS FROM AN IRAQI BANK. GROVER SAID THE PROJECT IS TWO MONTHS BEHIND SCHEDULE AND ONLY 6 PERCENT COMPLETED. HE HAS ADVISED SOLAR GAS TURBINE TO WITHDRAW FROM THE PROJECT AND FORFEIT ITS PERFORMANCE BOND BUT HE BELIEVES THAT THE COMPANY WILL REJECT HIS ADVICE AND FINISH THE PROJECT. THE COMPANY WILL LOSE A CONSIDERABLE SUM IN DOING SO, BUT IT HAS A NUMBER OF OTHER PROJECTS IN THE ARAB WORLD AND DOES NOT WISHTO LOSE ITS GOOD REPUTATION. THE COMPANY ALSO HAS HOPES FOR ANOTHER \$60 MILLION SALE IN IRAQ AND DOES NOT WISH TO FORFEIT ITS CHANCES FOR ADDITIONAL BUSINESS.

5. GROVER SAID HE HAD EXPLAINED THE SITUATION IN FULL TO HIS COMPANY AND DID NOT NEED ANYTHING MORE FROM THE USG. HE THANKED USINT FOR ITS ASSISTANCE DURING HIS BRIEF AND UNHAPPY STAY IN IRAQ.  
WILEY

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
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**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** MorefiRH  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975BAGHDA01313  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Office:** ACTION EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** MorefiRH  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 07 AUG 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <07 AUG 2003 by izenbei0>; APPROVED <12 AUG 2003 by MorefiRH>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** U.S. BUSINESS MAN ASKED TO LEAVE IRAQ  
**TAGS:** BDIS, IZ  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006